



# HILLSBOROUGH POLICE DEPARTMENT

## AUTHORIZATION REQUEST

**DATE:** APRIL 20, 2021

**TO:** ANN RITZMA, CITY MANAGER

**FROM:** NELSON CORTEWAY, POLICE CAPTAIN

**Subject:** FLOCK ALPR Camera Lease Authorization

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In an ongoing effort to maximize our effectiveness and to achieve our mission of providing excellent public safety services to our residents, I respectfully request your authorization to purchase 3 additional automated license plate readers (ALPR) to bolster our existing infrastructure and program.

By way of background, our current ALPR fleet consists of a marked patrol unit (Vehicle #6) with 4 ALPR cameras as well as a mobile speed trailer that also is equipped with 2 ALPR cameras. Patrol Unit#6 captures license plate data while in service, patrolling the streets of Hillsborough. The unit has the capability of capturing license plate data from both moving and parked vehicles. The speed trailer captures license plate data from passing vehicles (while also displaying speed for traffic safety purposes). The trailer can be deployed to different neighborhoods and locations based on intelligence lead policing or specific safety issues or speed concerns from residents. The patrol unit was approved in September of 2015 via Council Resolution and the program was then expanded to include the mobile trailer through the Police Department budget. The mobile trailer with speed detection and ALPR capabilities was deployed in 2017. Regular updates were provided to Council over the years via presentation that included data statistics and updated privacy policies and governance.

In addition to the above ALPR infrastructure, HPD has tested numerous LPR and Camera technologies over the years with Council approval. We have specifically tested high-definition pan and tilt cameras at major thoroughfares, as well as solar-powered mobile high-definition camera trailers that were deployed at various locations throughout the Town to test connectivity and effectiveness. After careful staff lead studies, previous testing and evaluation of technologies have not resulted in a suitable vendor or camera type for further expansion of our ALPR system.

Recently, Command Staff participated in a presentation and product demonstration from Flock Safety ([www.flocksafety.com](http://www.flocksafety.com)). The presentation was specific to Hillsborough and our unique geography, coupled with our crime trends and statistics. Staff was very impressed with the quality of Flock Safety products and services, as well as the value of their pricing structure.

Neighboring agencies have already deployed Flock Safety ALPR cameras and have seen great success in their ability to solve crimes, both serious crimes against persons and property crimes. This technology has been discussed and information has been shared via collaborative efforts within our San Mateo County allied agency groups like the San Mateo County Chief's Association and the San Mateo County Commander's Group.

Below are some bullet points that set Flock Safety Cameras apart from previous technologies that the Hillsborough Police Department have evaluated:

The Flock Safety ALPR camera is the only Law Enforcement Grade ALPR System to offer the following combination of features:

- Machine vision to analyze vehicle license plate, state recognition, vehicle color, vehicle type, vehicle make, and objects (roof rack, unique hubcap, etc.) based on image analytics (not car registration data).
- Machine vision to capture and identify characteristics of vehicles with paper license plates and vehicles with the absence of a license plate
- Ability to capture two (2) lanes of traffic simultaneously with a single camera from a vertical mass.
- Ability to "Save Search" based on description of vehicles using FLOCK patented Vehicle Fingerprint Technology without the need for a license plate and set up alerts based on vehicle description.
- Wireless deployment of license plate reading cameras with integrated cellular communication weighing less than 5lbs and able to be powered solely by a solar panel of 60W or less.
- Ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power.
- On device machine processing to limit LTE bandwidth consumption
- Cloud storage of footage.
- Direct integration with Axon and [evidence.com](https://evidence.com) (Our current body camera and cloud-based digital evidence storage).
- Web-based footage retrieval tool with filtering capabilities such as vehicle color, vehicle type, vehicle manufacturer, partial or full license plate, state of license plate, and object detection.
- Utilizes motion capture to start and stop recording without the need for a reflective plate.
- Performance monitoring software predicts potential failures, obstructions, tilts, and other critical or minor issues.
- Covert industrial design for minimizing visual pollution.
- No infrastructure upgrade requirements are required by HPD or our IT staff.
- Full installation and replacement/repair services are provided by Flock Safety.
- HPD leases the hardware and will never need to account for potential upgrades or outdating of technology.

The cost of each camera is \$2,500 per year. Our initial request is to lease 3 cameras for the first year as a pilot program to evaluate the effectiveness of the technology. The cost would be \$7,500 for the cameras and \$250 for each camera implementation for a total of \$8,250. This expenditure would come from our EVIDENCE line item in the PD budget. If the program proves successful and we wish to expand this technology in the future, we will simply increase our leased cameras from FLOCK Safety and update the cost in our yearly budget through the ongoing contracts and dues section, similar to our investigative technologies. Staff will conduct a suitability assessment and report it to the Chief of Police after one year of service. The usage of FLOCK data and storage will be governed under our existing policies with respect to protected and private digital information and the Northern California Regional Intelligence Center (NCRIC) approved ALPR Policy. Our program is compliant with California SB 30 as well as California Civil Code 1798.29 and 1798.90.5. The policies are readily available through our transparency links on our public website.

FLOCK Safety is a sole source provider, and their documentation is attached to this request. In addition, I have attached a Flock Safety Lease Agreement that covers the three cameras. Upon your approval, I will send this to the City Attorney for review.

In closing, I am respectfully requesting your authorization to lease 3 FLOCK Safety ALPR Cameras to add to our existing ALPR infrastructure and program for a total cost of \$8,250.

  
Nelson T. Corteway, Police Captain  
Hillsborough Police Department

 4-23-21  
Ann Ritzma, City Manager  
Town of Hillsborough



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## **Sole Source Letter for Flock Safety ALPR Cameras and Solution**

Flock Safety is the sole manufacturer and developer of the Flock Safety ALPR Camera. Flock Safety is also the sole provider of the comprehensive monitoring, processing, and machine vision services which integrate with the Flock Safety ALPR Camera.

**The Flock Safety ALPR camera is the only Law Enforcement Grade ALPR System to offer the following combination of features:**

- Machine vision to analyze vehicle license plate, state recognition, vehicle color, vehicle type, vehicle make and objects (roof rack, unique hubcap, etc.) based on image analytics (not car registration data)
- Machine vision to capture and identify characteristics of vehicles with a paper license plates and vehicles with the absence of a license plate
- Ability to capture two (2) lanes of traffic simultaneously with a single camera from a vertical mass
- Ability to 'Save Search' based on description of vehicles using out patented Vehicle Fingerprint Technology without the need for a license plate, and set up alerts based on vehicle description
- Wireless deployment of license plate reading cameras with integrated cellular communication weighing less than 5lbs and able to be powered solely by a solar panel of 60W or less
- Ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power
- On device machine processing to limit LTE bandwidth consumption
- Cloud storage of footage
- Direct integration with Axon Evidence.com
- Web based footage retrieval tool with filtering capabilities such as vehicle color, vehicle type, vehicle manufacturer, partial or full license plate, state of license plate, and object detection
- Utilizes motion capture to start and stop recording without the need for a reflective plate
- Privacy controls to enable certain vehicles to "opt-out" of being captured
- Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues
- Covert industrial design for minimizing visual pollution
- Flock Safety is the only fully integrated ALPR one-stop solution from production of the camera to delivery and installation

Thank you,



Garrett Langley  
CEO, Flock Safety

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## FLOCK GROUP INC. SERVICES AGREEMENT ORDER FORM

This Order Form together with the Terms (as defined herein) describe the relationship between Flock Group Inc. ("**Flock**") and the customer identified below ("**Customer**") (each of Flock and Customer, a "**Party**"). This order form ("**Order Form**") hereby incorporates and includes the "GOVERNMENT AGENCY CUSTOMER AGREEMENT" attached (the "**Terms**") which describe and set forth the general legal terms governing the relationship (collectively, the "**Agreement**"). The Terms contain, among other things, warranty disclaimers, liability limitations and use limitations.

The Agreement will become effective when this Order Form is executed by both Parties (the "**Effective Date**").

Customer: Hillsborough Police Department	Contact Name: Chris Rey
Address: 1600 Floribunda Ave Hillsborough, CA 94010	Phone: 650-375-7587 E-Mail: crey@hillsborough.net
Expected Payment Method:	Billing Contact: (if different than above)

Initial Term: 24 Months Renewal Term: 24 Months	Billing Term: Annual payment due Net 30 per terms and conditions
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Name	Price	QTY	Subtotal
<b>(Includes one-time fees)</b>			
Flock Falcon Camera	\$2,500.00	3	\$7,500.00
Implementation Fee (Public)	\$250.00	3	\$750.00

Year 1 Total **\$8,250.00**

Flock Group Inc.  
Today's Date - Mar 25, 2021

Order Form  
CA - Hillsborough Police  
Department

This proposal expires in 30 days.

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